

Message Text

LIMITED OFFICIAL USE

PAGE 01 TEL AV 05269 210228Z
ACTION EB-08

INFO OCT-01 EUR-12 NEA-10 ISO-00 CAB-02 CIAE-00
COME-00 DODE-00 DOTE-00 INR-10 NSAE-00 FAA-00
L-03 /046 W
-----115955 221332Z /53

R 201254Z APR 78
FM AMEMBASSY TEL AVIV
TO SECSTATE WASHDC 2706
INFO AMEMBASSY BRUSSELS
AMEMBASSY ROME

LIMITED OFFICIAL USE TEL AVIV 5269

E.O. 11652: N/A
TAGS: ETRO, EAIR, IS
SUBJECT: LOCKHEED, AIRCRAFT COMPANY TO MAKE TECHNICAL PRESENTATION
TO EL AL.

REF: (A) STATE 074713; (B) TEL AVIV 4034

1. LOCKHEED CORPORATION REPRESENTATIVES ROBERT WILLIS
(REGIONAL SALES DIRECTOR - EUROPE) AND RUSSELL
PEETE, JR. (TECHNICAL SALES REPRESENTATIVE)
INFORMED EMBOFF ON APRIL 19 THAT THEIR VISIT TO
TEL AVIV TO CONTACT EL AL CONCERNING A POSSIBLE
FULL SCALE TECHNICAL PRESENTATION ON THE L-1011
AIRCRAFT HAD BEEN SUCCESSFUL. APPARENTLY, AFTER
EMBASSY APPROACH REPORTED REFTEL B) AND LOCKHEED
COMPLAINTS TO GOI ECONOMIC COUNSELOR DINSTEIN
IN WASHINGTON, EL AL OFFICIALS DECIDED THAT
THEIR ELIMINATION OF LOCKHEED FROM THE COMPE-
TITION HAD BEEN BASED ON SKETCHY AND PARTIAL
INFORMATION AND THAT THEY DID WANT A FULL SCALE
PRESENTATION FROM LOCKHEED. A LOCKHEED TECHNICAL
TEAM IS NOW SCHEDULED TO MAKE A PRESENTATION
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TO EL AL DURING THE FIRST TWO WEEKS OF MAY.

2. MESSRS. WILLIS AND PEETE WERE PLEASED THAT THEY
HAD ACCOMPLISHED THEIR OBJECTIVE. THEY BELIEVE
L-1011 IS FULLY COMPETITIVE WITH A-300 AIRBUS
AND IS SUITABLE FOR EL AL ROUTE PATTERN.

3. EMOFF ASSURED WILL S THAT EMBASSY PREPARED TO
PROVIDE ALL APPROPRIATE ASSISTANCE TO LOCKHEED.
LEWIS

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NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: TRADE PROMOTION, AIRCRAFT, PERSONNEL TRAVEL, NEGOTIATIONS
Control Number: n/a
Copy: SINGLE
Draft Date: 20 apr 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
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Disposition Date: 20 Mar 2014
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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From: TEL AVIV
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ISecure: 1
Legacy Key: link1978/newtext/t19780434/aaaabchb.tel
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Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: d45379aa-c288-dd11-92da-001cc4696bcc
Office: ACTION EB
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
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